

## Message Text

UNCLASSIFIED

PAGE 01 STATE 101175

15

ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 USIA-15 /035 R

DRAFTED BY COM:OED:DEPD: STAN HAYS:JW

APPROVED BY EB/OCA/REP/BEBYRON

COM:OED:DEPD: JAMILLER

-OM:OED:DEPD: RLPRITCHARD

COM:USTS:WPHILLIPS (PHONE)

-OM:BIC:OIM:D.TRAFTON (PHONE)

EUR/CE/LHEICHLER (INFO)

----- 117291

R 310000Z APR 75

FM SECSTATE WASHDC

TO AMCONSUL FRANKFURT

INFO AMEMBASSY BONN

UNCLAS STATE 101175

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJECT: FOREIGN BUYER PROGRAM: U.S. TRADE SHOWS

REF: A) FRANKFURT 2750, 0) STATE A-517 AND STATE

--- A-2372, C) STATE A-2310, D) BONN 5232

1. INFORMATION REQUESTED ON SHOWS LISTED PARA 1 REFTEL (A)  
PROVIDED IN REFAIRS (B), EXCEPT CONCRETE/AGGREGATE,  
PROVIDED IN REFAIR (C).

2. LIST OF PARTICIPATING FIRMS IN PAST EVENTS NORMALLY  
PROVIDED BY SHOW SPONSOR ALONG WITH DISTRIBUTION OF  
PROMOTIONAL BROCHURES APPROXIMATELY SIX MONTH PRIOR TO  
UPCOMING EVENTS. BROCHURES FOR FRG POSTS BEING SENT TO  
EMBASSY BONN FOR DISTRIBUTION IN ACCORDANCE WITH REFTEL  
(D). INFORMATION ON AGGREGATE SHOW TO BE PROVIDED DIRECT  
TO USTS/FRANKFURT FROM USTS/WASHINGTON.

3. FYI NUMBERS OF BROCHURES REQUESTED REFTEL (D) INCREASED  
BY MULTIPLES OF TEN IN VIEW OF PROPOSED BONN MASS  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 101175

MARKETING APPROACH FOR PROMOTION U.S. TRADE SHOWS IN FRG. KISSINGER

UNCLASSIFIED

NNN

\*\*\* Current Handling Restrictions \*\*\* n/a

\*\*\* Current Classification \*\*\* UNCLASSIFIED

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 30 APR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975STATE101175  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** OED:DEPD: STAN HAYS:JW  
**Enclosure:** n/a  
**Executive Order:** n/a  
**Errors:** n/a  
**Film Number:** D750152-1063  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750499/aaaahskx.tel  
**Line Count:** 66  
**Locator:** TEXT ON MICROFILM, TEXT ON-LINE  
**Office:** ORIGIN COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 FRANKFURT 2750, 75 STATE A-517  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** ShawDG  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 28 MAR 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <28 MAR 2003 by AveretAM>; APPROVED <11 FEB 2004 by ShawDG>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** <DBA CORRECTED> jms 971202  
**Subject:** FOREIGN BUYER PROGRAM: U.S. TRADE SHOWS  
**TAGS:** BEXP, GE  
**To:** FRANKFURT  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006